



# An Energy Efficiency Workshop & Exposition

---

Kansas City, Missouri

## ***The One Minute ESPC Manager***

Michael Beccaria

Vice President

ERI Services Division of NORESKO



# ***The One Minute ESPC Manager***

- Programmatic
- Technical
- Financial

June 3-6, 2001

[www.energy2001.ee.doe.gov](http://www.energy2001.ee.doe.gov)





# ***The One Minute ESPC Manager***

---

## **Programmatic:**

- Early Buy-In
  - Communicate
  - Brief all Decision Makers
- Other Programs/Projects
  - Privatization, A76, MRR, ECIP, DSM, etc
- Final Proposal Not What Was Expected
  - Define Key Proposal Elements at Site Survey
  - Provide Sample Proposal
  - Establish Milestone Review Schedules



# ***The One Minute ESPC Manager***

---

## **Technical:**

- ECM/ECP Compatibility
  - Existing Systems
  - Mission
  - Long Term Master Planning
- Operations, Maintenance & Repair
  - Develop Jointly
  - Delineation of Responsibility
  - Savings Credit
- Measurement & Verification
  - Understand Risks
  - Controllable Components
  - Cost vs. Benefit



# ***The One Minute ESPC Manager***

---

## **Financial:**

- Competition
  - Solicit Multiple Bids From Subcontractors & Vendors to Ensure Price Reasonableness
- Contract Term
  - Agree to Maximum Contract Term Early in the Development Phase
- Financing
  - Agree to Maximum Rates Over Like Index
- Technology Margins
  - Agree to Maximum Technology Margins for Each ECM That Is Approved for Detailed Energy Survey (DES)